

MINUTES
GREEN BAY ECONOMIC DEVELOPMENT AUTHORITY
Wednesday September 13, 2017
5:00 PM

MEMBERS PRESENT: Chair Gary Sikich, Mike Borlee, Phil Hilgenberg, Pam Parish, Mahamed Rage

MEMBERS EXCUSED: Ald. Tom De Wane, Eric Genrich

OTHERS PRESENT: Kevin Vonck, Wendy Townsend, Matt Buchanan, Ken Rovinski; Economic Development Department, Ald. Steuer and Jim Wood, Competitive Wisconsin, Inc.

1. Roll call.

The meeting was called to order at 5:00 p.m. by Chair, G. Sikich. Roll call was taken as noted above.

2. Approval of agenda.

A motion was made by P. Parish to approve the agenda and seconded by M. Borlee. Motion carried.

3. Approval of the minutes for the August 9, 2017 meeting.

A motion was made by P. Parish to approve the minutes of the August 9, 2017 EDA meeting and was seconded by M. Borlee. Motion carried.

NEW BUSINESS

4. Consideration with possible action on Term Sheet with Schwabe North America for Nature's Way Development at 954 Erie Road (Parcel 21-171-2) and 1024 Erie Road (Parcel 21-171-4)

K. Vonck stated Schwabe North America (Nature's Way) would like to build a new 70,000 sq. ft. production facility at the southwest corner of Mason Street and Erie Road, along the eastern edge of the I-43 Business Center and adding 35 jobs to start. Schwabe North America chose this property because the proximity to their current location and the potential for longer term expansion. The terms and conditions would involve the City selling a piece of land owned by the City for \$700,000 which is 954 and 1024 Erie Road.

Staff recommends the EDA board to recommend council approve Term Sheet and consent to the sale of land for \$700,000.

After discussion a motion was made by M. Borlee and seconded by P. Hilgenberg to recommend council approve Term Sheet with Schwabe North America for Nature's Way Development at 954 Erie Road (Parcel 21-171-2) and 1024 Erie Road (Parcel 21-171-4), subject to minor legal and technical changes. Motion carried.

5. Consideration with possible action on Purchase and Sale Agreement(s) for 926 Erie Road (Parcel 21-171) and 1038 Erie Road (Parcel 21-171-1).

K. Vonck stated as discussed on Item #4, Schwabe North America (Nature's Way) intends to construct a new 70,000 sq. ft. health food manufacturing facility at the southwest corner of Mason Street and Erie Road, along the eastern edge of the I-43 Business Center.

The Developer is seeking City assistance with additional parcel acquisitions as part of the deal. The Term Sheet contemplates that prior to December 31, 2017 the City shall acquire 926 Erie Road (Parcel 21-171) and Prior to June 30, 2018 the City shall acquire 1038 Erie Road (Parcel 21-171-1) and shall transfer title of those parcels to the Developer at no cost.

This is a critical piece to making the project work. Staff anticipates allocating no more than four hundred thousand dollars (\$400,000) to compete these transactions.

After discussion a motion was made by P. Parish and seconded by M. Borlee to direct staff to draft and execute Purchase and Sale Agreement(s) for 926 Erie Road (Parcel 21-171-1) and 1038 Erie Road (Parcel 21-171-1), not to exceed \$400,000 for both parcels and purchase would continue regardless of the Schwabe Development. Motion carried.

INFORMATIONAL ITEMS

6. Be Bold III presentation by Competitive Wisconsin, Inc.

J. Wood indicated that Competitive Wisconsin, Inc. is an organization founded in 1981 by business, academic, agriculture, labor, and government leaders to collaborate ways to advance the state during difficult periods of time. Good public policy should be based on sound research and public outreach and engagement. J. Wood presented in detail the following with a powerpoint presentation on:

- Competitive Wisconsin, Inc. and the BE BOLD Initiatives
- Accelerate Wisconsin: Executive Summary

- Accelerate Wisconsin: Scope, Objectives & Methodology
- Accelerate Wisconsin: Food Manufacturing
 - A. Why food manufacturing
 - B. What's Working & What's Not Working for Food Manufacturers in Wisconsin: Initial Thoughts
 - C. Comparative Analysis: The Deloitte Research Assignment
 - D. Comparative Analysis: The Deloitte Report Key Findings
 - E. Food Manufacturing Cluster Input: The BE BOLD III Food Manufacturers Strategic Planning Group
 - F. Recommendations
 - Workforce and Talent Development
 - Regulatory Interaction and Policy
 - Public Awareness, Understanding and Support

7. Development Director's update

- K. Vonck updated the EDA board that RDA approved the Development Agreement for East Town Mall and will be going to Council for approval next week.
- A creation of a new TIF district for East Mason/East Town area will be going to Council next week for approval.
- Council approved the Development Agreement for the Railyard project.
- Staff is working behind the scenes on the financing for the Shipyard project.
- The court date for Hotel Northland is Tuesday, October 3, 2017 for the receivership.
- The Revolving Loan Fund is out of money for 2017 and has a balance of 0.

Motion to adjourn made by G. Sikich and seconded by M. Borlee. Motion carried.